

Important Risk Warning

- Some of the investment products are structured products which may involve derivatives. The investment decision is yours but you should not invest unless the intermediary who sells it to you has explained to you that the product is suitable for you having regard to your financial situation, investment experience and investment objectives.
- The price of securities/structured products may move up or down. Losses may be incurred as well as profits made as a result of buying and selling securities/structured products.
- Investors should not base on this marketing material alone to make investment decisions.
- Investment involves risk and past performance is not indicative of future performance. Please refer to the offering documents for further details, including fees and charges and risk factors.
- Issuer's Risk – you rely on the issuer's creditworthiness. Bonds / structured products are subject to both the actual and perceived measures of creditworthiness of the issuer and there is no assurance of protection against a default by the issuer in respect of its payment obligations.
- In the worst case scenario (eg insolvency of the issuer), you might not be able to recover the principal and interest/coupon, if applicable, and the potential maximum loss could be 100% of the investment amount and no coupon received.
- Currency conversion risk – the value of your foreign currency and RMB deposit will be subject to the risk of exchange rate fluctuation. If you choose to convert your foreign currency and RMB deposit to other currencies at an exchange rate that is less favourable than the exchange rate in which you made your original conversion to that foreign currency and RMB, you may suffer loss in principal.
- RMB denominated products are subject to liquidity risk as there may be no regular trading and active secondary market for RMB Income Instruments. The bid and offer spread of the price of RMB Income Instruments may be large, so investors may incur significant trading and realisation costs and may suffer losses accordingly.
- Deposit Plus and Structured Investment Deposit are not available for customers who are US citizen / with US nationality, are US resident or US tax payer, or have a US address (e.g. primary mailing, residence or business address in the US).

Bonds/CDs/Deposit Plus (DPS)/Capital Protected Investment Deposit (CPI)/Equity linked investments (ELI) and UT are not equivalent to time deposits. DPS/CPI/ELI/CDs are not protected deposits, and they are NOT protected by the Deposit Protection Scheme in Hong Kong. Deposit Plus is NOT principal protected.

Additional risks are disclosed in the "Risk Disclosure" section. Please refer to "Risk Disclosure" section for details.

HSBC Premier Welcome Rewards - Promotional Terms and Conditions

General Terms and Conditions

1. **Promotional Period:** 6 March 2018 to 5 May 2018 (both dates inclusive).
2. **Who can enjoy the Promotion:** The offers under this promotion (collectively the "Offers") are exclusive to new and existing customers of The Hongkong and Shanghai Banking Corporation Limited in the Hong Kong Special Administrative Region ("Hong Kong") (and its successors and assigns) (the "Bank" or "HSBC") who fulfil all the following requirements ("**Eligible Customers**"):
 - (a) be aged 18 or above on 6 March 2018; and
 - (b) not a citizen of the United States of America ("U.S."), a U.S. resident, and/or U.S. tax payer resident; and
 - (c) successfully open (or, where applicable, convert an account to) an Integrated Account - HSBC Premier (the "Premier Account") with the Bank as the sole accountholder or as the principal accountholder (if a joint account) during the Promotional Period; and
 - (d) successfully open (or, where applicable, convert an account to) Premier Account through any branch of the Bank in Hong Kong, customer services hotline, or Personal Internet Banking during the Promotional Period.

3. **Who cannot enjoy the Promotion:**
- HSBC Customers who have previously held a Premier Account (including sole accountholders and all joint accountholders) between 6 June 2017 and 5 March 2018, both dates inclusive;
 - Eligible Customers who terminate or convert their Premier Accounts to other types of accounts before receiving the benefits of the Offers;
 - Eligible Customers who close or convert their Premier Accounts to other types of accounts within 12 months after the Premier Account opening or conversion. In such cases, the Offers will be cancelled and the Bank can debit the amount equivalent to the value of the Offers from any of their accounts without further notice; and
 - Employees of the Bank.
4. **Other Promotions:** Eligible Customers who are eligible to any offer(s) under this promotion and other offers under any other promotions of the same nature in respect of opening (or, where applicable, converting an existing account to) a Premier Account, will only be entitled to receive offer(s) under ONE promotion that is of the highest value at the Bank's discretion.
5. **Bank's Records:** The dates and amounts appearing in the Bank's records will be conclusive as to the date on which an account was opened, terminated or converted and the amount of balances/the number of transactions carried out.
6. **Total Relationship Balance ("TRB") includes:**
- Hong Kong dollar/Renminbi/foreign currency deposits
 - Market value of the following investments: Local and Overseas Securities, Unit Trusts, Bonds, Certificates of Deposit, Equity-linked Investments, Structured Notes, Monthly Investment Plan (Stocks/Unit Trusts) and Wayfoong Statement Gold
 - Deposit amounts of Deposit Plus and Structured Investment Deposits
 - Utilised lending facilities (excluding mortgages and amounts outstanding on credit cards)
 - Life insurance with savings or investment component*
 - HSBC MPF balances and HSBC ORSO Defined Contribution Scheme balances which are administered by HSBC Life (International) Limited ("HSBC Life")
- * For life insurance with savings or investment component:
- Investment-linked life insurance policies include the total cash value of the policies;
 - Other life insurance policies include the total cash value of the policies OR total premium paid less any annuity payments received (if applicable), whichever is higher.
- To determine the total TRB of an Eligible Customer, the applicable TRB of all personal sole account(s) and joint account(s) (where the same Eligible Customer is the principal accountholder) under the same name and identity document number of the Eligible Customer will be considered. There may be a time lag before the value of certain investment transactions (i.e. Initial Public Offering subscriptions for Securities, Bonds, Open-end Funds and Certificates of Deposits) and life insurance policies will be included in the TRB due to the processing time required and therefore may affect the TRB in the Bank's record.
7. **Definitions:** in this promotion,
"Average Daily TRB" refers to average daily TRB in a full calendar month;
- "New Fund" refers to the net growth in the Eligible Customer's Average Daily TRB, by comparing the Eligible Customer's Average Daily TRB in the calendar month before the opening of (or, where applicable, conversion from an existing account to) a Premier account against his/her Average Daily TRB in the first/second/third calendar month (as the case may be) after the month of account opening/conversion, according to the Bank's records.
8. **Personal Data:** HSBC Customers who are opening a new Integrated Account as a Premier Account are required to understand and agree that the Bank may use and disclose all personal data about them that the Bank currently or subsequently holds for the purposes as set out in the Notice relating to the Personal Data (Privacy) Ordinance and that they will be subject to the Integrated Account Terms and Conditions upon joining Premier. Existing HSBC customers who are converting their existing Integrated Account to a Premier Account are required to understand and agree that the Bank may use and disclose all personal data about them that the Bank currently or subsequently holds for the purposes as set out in the Notice relating to the Personal Data (Privacy) Ordinance and that they will continue to be subject to the Integrated Account Terms and Conditions upon upgrading to Premier. For details of Notice relating to the Personal Data (Privacy) Ordinance, please visit HSBC website [Select "Banking" -> "Important Notices" -> "Privacy and Security"]; for the Integrated Account Terms and Conditions, please refer to HSBC website – HSBC Premier – Your Personal Economy for details.
9. **Cash Rebate:** Unless otherwise specified below, Eligible Customers will receive cash rebate (the "Cash Rebate") as the

relevant reward(s) under this promotion. The Cash Rebate will be credited to the Eligible Customer's Premier sole account or the principal account (if a joint account) on or before 30 November 2018 if the terms of the Offers are met. For any enquiries about Cash Rebate entitlement, customers should contact the Bank on or before 31 May 2019.

10. The Offers are provided subject to legal and regulatory requirements.
11. In the event of a dispute, the decision of the Bank shall be final.
12. The Bank may change these Promotional Terms and Conditions and/or cancel any Offer at any time without prior notice.
13. No person other than the Eligible Customer and the Bank will have any right under the Contracts (Rights of Third Parties) Ordinance to enforce or enjoy the benefit of any of the provisions of these Promotional Terms and Conditions.
14. If there is any discrepancy between the Chinese and English versions of these Promotional Terms and Conditions, the English version shall prevail.
15. These Promotional Terms and Conditions are governed by and construed in accordance with Hong Kong law.
16. Each of the Bank and the Eligible Customer submits to the non-exclusive jurisdiction of the courts of Hong Kong but these Promotional Terms and Conditions may be enforced in the courts of any competent jurisdiction.

Specific Terms and Conditions

(A) Specific Terms and Conditions for New Fund Offer and Total Relationship Balance Offer

New Fund Offer

1. Each Eligible Customer must fulfil all the requirements of (i) to (iii) below and each Eligible Customer can only enjoy the New Fund Offer once under this promotion:
 - (i) successfully open (or convert an account to) a Premier Account as the sole accountholder or as the principal accountholder (if a joint account) during the Promotional Period; and
 - (ii) place New Fund (see General Terms and Conditions Clause 7 above) of a specified amount shown in the table below in such Premier Account on or before the last day of the first calendar month after the month of account opening/conversion and maintains the New Fund for the second and the third calendar months after the month of account opening/conversion. If the amount of New Funds for the second and the third calendar months after the month of account opening/conversion are different, the Cash Rebate will be determined based on the lower amount; and

Specified Amount of New Fund (in HKD or the equivalent in foreign currency)	Cash Rebate entitled
HKD1,000,000 or above but less than HKD3,000,000	HKD1,500
HKD1,000,000 or above but less than HKD3,000,000	HKD2,500
HKD1,000,000 or above but less than HKD3,000,000	HKD5,000
HKD8,000,000 or above	HKD14,000

- (iii) has successfully:
 - a. opened and maintains a valid Premier investment account by the date referred to in Clause b below; and
 - b. registered for and maintains HSBC Personal Internet Banking as at the last day of the first calendar month after the month of account opening / conversion; and
 - c. logged in Personal Internet Banking at least once on or before such date.

Illustration A: New Fund Offer

Date of opening/converting to Premier Account	6-31 March 2018	1-30 April 2018	1 – 5 May 2018
When the specified New Fund must be placed	Not later than 30 April 2018	Not later than 31 May 2018	Not later than 30 June 2018
Months for which the specified New Fund must be maintained	May & June 2018	June & July 2018	July & August 2018

Having successfully opened and maintains a Premier investment account, and having successfully registered for and maintains and logged in HSBC Personal Internet Banking	As at 30 April 2018	As at 31 May 2018	As at 30 June 2018
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2. TRB Offer

- (i) Eligible Customers who cannot meet the above New Fund Offer requirements in Clause 1(ii) of this Part (A) but can meet Clause 1(i) and (iii) and can maintain an Average Daily TRB of at least HKD1 million for the second and third calendar months after the month of account opening/conversion will receive HKD300 Cash Rebate (the “**TRB Offer**”). Each Eligible Customer can only enjoy the TRB Offer once under this promotion.
- (ii) The TRB Offer cannot be enjoyed together with the New Fund Offer.

Illustration B for TRB Offer

Date of opening/converting to Premier Account	During 6-31 March 2018	During 1 - 30 April 2018	During 1 – 5 May 2018
Months for which the Average Daily TRB of at least HKD1 million must be maintained	May & June 2018	June & July 2018	July & August 2018
Having successfully opened and maintains a Premier investment account, and having successfully registered for and maintains and logged in HSBC Personal Internet Banking (see Clause 1(iii) above for details)	As at 30 April 2018	As at 31 May 2018	As at 30 June 2018

(B) Specific Terms and Conditions for Wealth Management Product Take-up Offer (the “Take-Up Offer”)

1. Each Eligible Customer must:

- (i) successfully open (or convert an account to) a Premier Account as the sole accountholder or as the principal accountholder (if a joint account) during the Promotional Period; and
- (ii) successfully take up any Eligible Wealth Management Product(s) (see Clause 2 of this Part (B) (including transfer-in or deposit of Unit Trusts into Premier investment account from a non-HSBC account) with an accumulated amount as specified in the table below via a Premier investment account; and
- (iii) such take-ups are completed on or by the last day of the calendar month following the month of the Premier Account opening/conversion (both dates inclusive) (“**Take-up Period**”). For the transfer-in or deposit of Unit Trusts into Premier investment account from a non-HSBC account, the transfer-in period can be extended to the last day of the second calendar month following the month of account opening/conversion (both dates inclusive) (“**Transfer-in Period**”).

Accumulated Take-up amount of Eligible Wealth Management Products (in HKD or the equivalent in foreign currency)	Cash Rebate entitled
HKD500,000 or above but less than HKD1,000,000	HKD300
HKD1,000,000 or above	HKD600

2. Eligible Wealth Management Products are:

- (a) Unit Trusts (only lump sum subscription) including transfer-in or deposit into Premier investment account from a non-HSBC account (excluding Unit Trusts Monthly Investment Plans and switching of Unit Trusts);
 - (b) Bonds/Certificates of Deposit (excluding bonds in respect of initial public offering);
 - (c) Structured Investment Products;
 - (d) Renminbi / foreign currency time deposit with New Fund (see General Terms & Conditions Clause 7 above); and
 - (e) Securities (all types of stocks).
3. Renewal and placement of time deposit with existing funds do not qualify for the Take-up Offer. Existing funds refer to funds (whichever currency they are in) that the customer currently maintains with the Bank.
 4. Each Eligible Customer is only entitled to receive the Take-Up Offer once under this promotion.

Illustration C: Take Up Offer

Date of opening/convert to Premier Account	6-31 March 2018	1 - 30 April 2018	1 - 5 May 2018
Take-up / Transfer-in Period* (from date of opening/convert to Premier Account)	Up to 30 April 2018 (or 31 May 2018*)	Up to 31 May 2018 (or 30 June 2018*)	Up to 30 June 2018 (or 31 July 2018*)

*This applies for the transfer-in or deposit of Unit Trusts

(C) Specific Terms and Conditions for Payroll Offer – up to HKD1,200 Cash Rebate (the “Payroll Offer”)

1. An Eligible Customer must:

- (i) successfully open/convert an account to a Premier account as the sole accountholder or as the principal accountholder (if a joint account) during the Promotional Period, and
- (ii) have his/her monthly auto payroll service with the monthly deposit of specified amount (as shown below) successfully set up and the first monthly amount automatically deposited in such account on or before the last day of the second calendar month after the month of account opening / conversion, and

Specified Amount of Monthly Auto Payroll (in HKD or the equivalent in foreign currency)	Cash Rebate entitled
HKD50,000 to less than HKD80,000	HKD800
HKD80,000 or above	HKD1,200

- (iii) maintain the monthly auto payroll service with the monthly deposit amount of specified amount until the last day of the fourth calendar month after the month of account opening / conversion (see Illustration D below)

2. An Eligible Customer who has auto payroll records with the Bank during the 6 months prior to the first deposit of monthly payroll amount made and received by the Bank under this promotion, will not qualify for the Payroll Offer.
3. The monthly auto payroll amount appearing in the Bank’s records shall be final and conclusive.
4. Each Eligible Customer can only enjoy the Payroll Offer once under this promotion.
5. An Eligible Customer must arrange with his/her employer to have his/her monthly payroll automatically credited into the opened/converted Premier Account for a duration as stipulated in Clause 1 of this Part (C) above. Deposit of monthly payroll through remittance, local CHATS, standing instruction, cheque and cash will not be considered as “auto payroll” and will not be eligible for this Payroll Offer. The Bank will determine what qualifies as “auto payroll” and may require the Eligible Customer to provide relevant payslips for verification in case of any dispute.
6. This Payroll Offer cannot be used with other payroll service offers from other programmes including but not limited to Employee Benefit Programme (EBP) provided by the Bank.

Illustration D: Payroll Offer

Date of opening/convert to Premier Account	6-31 March 2018	1-30 April 2018	1 – 5 May 2018
When the monthly auto payroll service with the monthly deposit of specified amount must be successfully set up and the first monthly amount automatically deposited in the Premier Account	Not later than 31 May 2018	Not later than 30 June 2018	Not later than 30 July 2018
Months for which the monthly auto payroll service with the monthly deposit of specified amount must be maintained	June & July 2018	July & August 2018	August & September 2018

(D) Specific Terms and Conditions for First 6-month Below Balance Fee Waiver (the “Fee Waiver Offer”)

1. Eligible Customers can enjoy the Fee Waiver Offer for the first 6 months after the month of opening (or, where applicable, converting an account to) a Premier Account with the Bank within the Promotional Period. See an example below:

Example

First 6-month Below Balance Fee Waiver	
Month of opening/converting to Premier Account	March 2018
Period of the Fee Waiver Offer	April 2018 - September 2018

2. Eligible Customers are subject to a monthly below balance fee of HKD380 after the Fee Waiver Offer period ends if the average TRB for 3 consecutive months falls below HKD1 million. See an example below:

Example

Monthly below balance fee of HKD380	
Month of opening/converting to Premier Account	March 2018
Below balance fee will be charged for the month	October 2018 (if average TRB for 3 consecutive months from July 2018 to September 2018 falls below HKD1 million)

(E) Foreign Currency Exchange/Time Deposit Welcome Offer (the “Offer”)

General terms and conditions

1. The Hongkong and Shanghai Banking Corporation Limited, Hong Kong (the “Bank” or “HSBC”) reserves the right to change these terms and conditions at any time and the offer may be withdrawn or terminated by the Bank at its discretion without prior notice.
2. In the event of any dispute arising out of this promotion, the decision of the Bank shall be final and conclusive.
3. Where there is any discrepancy or inconsistency between the Chinese and English versions of these terms and conditions, the English version shall apply and prevail.
4. All offers under this promotion are provided subject to the prevailing regulatory requirements.
5. All the terms and conditions listed are governed by and construed in accordance with the laws of the Hong Kong Special Administrative Region.
6. No person other than the customer and the Bank (which includes its successors and assigns) will have any right under the Contracts (Rights of Third Parties) Ordinance to enforce or enjoy the benefit of any of the provisions of these terms and conditions.

Offer terms and conditions

7. The Offer is exclusive to customers who have successfully opened an Integrated Account – HSBC Premier (the “**Premier Account**”) during 1 Jan 2018 to 31 Mar 2018, both dates inclusive (the “**Eligible Customer**”).
8. The Offer is valid from the account opening until the last day of the first calendar month after the month of the opening of the Premier Account.
9. Eligible customers are entitled to enjoy a Special Interest Rate (set out in the table below) under the Foreign Currency Exchange/Time Deposit Offer (the “Offer”) when making an eligible currency exchange from Hong Kong Dollar (HKD) to a Designated Currency (stipulated in the table below) with their same-name personal accounts maintained with The Hongkong and Shanghai Banking Corporation Limited, Hong Kong (and its successors and assigns) (“the Bank” or “HSBC”), and placing the specified amount of exchanged fund (stipulated in clause 12 below) for a 1-month time deposit in the Bank on the same day.

Applicable for Premier customers:

Currency exchange from Hong Kong Dollar (HKD) to (Designated Currency)	Special Interest Rate per annum for 1-month deposit period
Australian Dollar (AUD)	4.40%
Canadian Dollar (CAD)	3.40%
Pound Sterling (GBP)	3.40%
New Zealand Dollar (NZD)	4.40%
Renminbi (RMB)	5.20%
US Dollar (USD)	3.50%

10. The Special Interest Rates are subject to revision, as per prevailing market conditions. For details, please check with branch staff of the Bank.
11. Subject to clause 9 above, the Offer is only applicable to currency exchange at telegraphic transfer rates only. Exchange transactions involving notes exchange, cash deposit, notes withdrawal or inward/outward remittance are not counted as eligible currency exchange transactions and are not eligible for the Offer under this promotion.
12. The time deposit amount must be in the range of HKD50,000 to HKD500,000 (or other Designated Currency equivalent). Each eligible customer can enjoy the Offer only once during the promotion period.
13. Eligible customers can enjoy the Offer by placing eligible time deposit at any of the HSBC branches.
14. The Offer cannot be used in conjunction with any other FX offers or time deposit interest rate offers.

Risk Disclosure

Stocks Risk Disclosure

- Investment involves risk. You should carefully consider whether any investment products or services mentioned herein are appropriate for you in view of your investment experience, objectives, financial resources and relevant circumstances. The price of stocks may move up or down. Losses may be incurred as well as profits made as a result of buying and selling stocks.

Unit Trusts Risk Disclosure

- Funds which are invested in certain markets and companies (e.g. emerging, commodity markets and smaller companies etc.) may also involve a higher degree of risk and are usually more sensitive to price movements.
- Credit Risk/Interest Rate Risk – a fund that invests in fixed income securities may fall in value if interest rates change, and is subject to the credit risk that issuers may not make payments on such securities. Price of the fund may have a high volatility due to investment in financial derivative instruments and may involve a greater degree of risk than in the case with conventional securities.
- Counterparty Risk – a fund will be exposed to credit risk on the counterparties with which it trades in relation to financial derivative instrument contracts that are not traded on a recognised exchange. Such instruments are not afforded the same protections as may apply to participants trading financial derivative instruments on organised exchanges, such as the performance guarantee of an exchange clearing house. A fund will be subject to the possibility of insolvency, bankruptcy or default of a counter party.

Bonds and Certificates of Deposit (“CDs”) Risk Disclosure

- Bonds/CDs are mainly medium to long-term fixed income products, not for short-term speculation. You should be prepared to hold your funds in bonds/CDs for the full tenure; you could lose part or all of your principal if you choose to sell bonds/CDs prior to maturity.
- It is the issuer to pay interest and repay principal of bonds/CDs. If the issuer defaults, the holder of bonds/CDs may not be able to receive back the interest and principal. The holder of bonds/CDs bears the credit risk of the issuer and has no recourse to HSBC unless HSBC is the issuer itself.
- Indicative prices of bonds/CDs are available and bonds/CDs prices do fluctuate with market changes. Factors affecting the market price of bonds/CDs include, and are not limited to, fluctuations in Interest Rates, Credit Spreads and Liquidity Premiums. The fluctuation in yield generally has a greater effect on prices of longer tenure bonds/CDs. There

is an inherent risk that losses may be incurred rather than profit made as a result of buying and selling bonds/CDs.

- If you wish to sell bonds/CDs, HSBC may repurchase them based on the prevailing market price under normal market circumstances, but the buying price may differ from the original selling price due to changes in market conditions.
- There may be exchange rate risks if you choose to convert payments made on the bond/CDs to your home currency.
- The secondary market for bonds/CDs may not provide significant liquidity or may trade at prices based on the prevailing market conditions and may not be in line with the expectations of holders of bonds/CDs.
- If bonds/CDs are redeemed early, you may not be able to enjoy the same rates of return when you use the funds to purchase other products.

Deposit Plus (DPS) Risk Disclosure

- Not a time deposit - Deposit Plus is NOT equivalent to, nor should it be treated as a substitute for, time deposit. It is NOT a protected deposit and is NOT protected by the Deposit Protection Scheme in Hong Kong.
- Derivatives risk - Deposit Plus is embedded with FX option(s). Option transactions involve risks, especially when selling an option. Although the premium received from selling an option is fixed, you may sustain a loss well in excess of such premium amount, and your loss could be substantial.
- Limited potential gain - The maximum potential gain is limited to the interest on the deposit.
- Maximum potential loss – Deposit Plus is not principal protected. You must be prepared to incur loss as a result of depreciation in the value of the currency paid (if the deposit is converted to the linked currency at maturity). Such loss may offset the interest earned on the deposit and may even result in losses in the principal amount of the deposit.
- Not the same as buying the linked currency - Investing in Deposit Plus is not the same as buying the linked currency directly.
- Market risk – The net return of Deposit Plus will depend upon the exchange rate of deposit currency against the linked currency prevailing at the deposit fixing time on the fixing date. Movements in exchange rates can be unpredictable, sudden and drastic, and affected by complex political and economic factors.
- Liquidity risk - Deposit Plus is designed to be held until maturity. You do not have a right to request early termination of this product before maturity. Under special circumstances, the Bank has the right to accept your early redemption request at its sole discretion and on a case by case basis. The Bank will provide an indication of the redemption price upon such request. Your return upon such early redemption will likely be lower than that if the deposit were held until maturity and may be negative.
- Credit risk of the Bank –Deposit Plus is not secured by any collateral. When you invest in this product, you will be relying on the Bank's creditworthiness. If the Bank becomes insolvent or defaults on its obligations under this product, you can only claim as an unsecured creditor of the Bank. In the worst case, you could suffer a total loss of your deposit amount.
- Currency risk - If the deposit currency and/or linked currency is not your home currency, and you choose to convert it back to your home currency upon maturity, you may make a gain or loss due to exchange rate fluctuations.
- Risks relating to RMB – You should note that the value of RMB against other foreign currencies fluctuates and will be affected by, amongst other things, the PRC government's control (for example, the PRC government regulates conversion between RMB and foreign currencies), which may adversely affect your return under this product. In case you receive RMB as Linked Currency at maturity and you choose to convert your maturity proceed to other currencies, you may suffer loss in principal. This product will be denominated (if Deposit Currency being RMB) and settled (when receive RMB at maturity) in RMB deliverable in Hong Kong, which is different from that of RMB deliverable in Mainland China.

Capital Protected Investment Deposit (CPI) Risk Disclosure

- Not a time deposit – Capital Protected Investment Deposit is NOT equivalent to, nor should it be treated as a substitute for, time deposit. It is NOT a protected deposit and is NOT protected by the Deposit Protection Scheme in Hong Kong.
- Derivatives risk – Capital Protected Investment Deposit is embedded with FX option(s). Option transactions involve risks. If the exchange rate of the currency pair performs against expectation at the fixing time on the fixing date, you can only earn the minimum payout of the structure.

- Limited potential gain - The maximum potential gain is limited to higher payout on the deposit less the principal amount, when exchange rate of currency pair at fixing moves in line with your anticipated direction.
- Not the same as buying the linked currency - Investing in Capital Protected Investment Deposit is not the same as buying the linked currency directly.
- Market risk - The return of Capital Protected Investment Deposit will depend upon the exchange rates of currency pair against trigger rate at the fixing time on the fixing date. Movements in exchange rates can be unpredictable, sudden and drastic, and affected by complex political and economic factors. You must be prepared to take the risk of earning the lower payout/no return (if exchange rate performs against expectation) on the money invested.
- Liquidity risk – Capital Protected Investment Deposit is designed to be held until maturity. You do not have a right to request early termination of this product before maturity. Under special circumstances, the Bank has the right to accept your early redemption request at its sole discretion and on a case by case basis. The Bank will provide an indication of the redemption price upon such request. Your return upon such early redemption will likely be lower than that if the deposit were held until maturity and may be negative.
- Credit risk of the Bank – Capital Protected Investment Deposit is not secured by any collateral. When you invest in this product, you will be relying on the Bank's creditworthiness. If the Bank becomes insolvent or defaults on its obligations under this product, you can only claim as an unsecured creditor of the Bank. In the worst case, you could suffer a total loss of your deposit amount.
- Currency risk - If the deposit currency is not your home currency, and you choose to convert it back to your home currency upon maturity, you may make a gain or loss due to exchange rate fluctuations.
- Risk of early termination by the Bank - The Bank shall have the discretion to uplift a Deposit or any part thereof prior to the Maturity Date (subject to the deduction of such break costs or the addition of such proportion of the return or redemption amount, which may result in a figure less than the original principal amount of the Deposit) if it determines, in its sole discretion, that this is necessary or appropriate to protect any right of the Bank to combine accounts or set-off, or any security interest, or to protect the Customer's interests.
- Risks relating to RMB - You should note that the value of RMB against other foreign currencies fluctuates and will be affected by, amongst other things, the PRC government's control (for example, the PRC government regulates conversion between RMB and foreign currencies), which may adversely affect your return under this product when you convert RMB into your home currency. The value of your RMB deposit will be subject to the risk of exchange rate fluctuation. If you choose to convert your RMB deposit to other currencies at an exchange rate that is less favourable than that in which you made your original conversion to RMB, you may suffer loss in principal. This product (if denominated in RMB) will be denominated and settled in RMB deliverable in Hong Kong, which is different from that of RMB deliverable in Mainland China.

Equity Linked Investments ("ELIs") Risk Disclosure

The following risks should be read together with the other risks contained in the "Risk Warnings section in the relevant offering documents of the ELIs

- You should note that the information contained in this material does NOT form part of the offering documents of our ELIs. You should read all the offering documents of our ELIs (including the programme memorandum, the financial disclosure document, the relevant product booklet and the indicative term sheet and any addendum to any of such documents) before deciding whether to invest in our ELIs. If you have doubt on the content of this material, you should seek independent professional advice.
- Not a time deposit - ELI is NOT equivalent to, nor should it be treated as a substitute for, time deposit. It is NOT a protected deposit and is NOT protected by the Deposit Protection Scheme in Hong Kong.
- Not principal protected – ELIs are not principal protected: you could lose all of your investment.
- Limited potential gain – you may not receive any potential cash dividend amount - The maximum potential gain under this product is capped at an amount equal to the sum of the difference between the issue price and the nominal amount of the ELIs (if any) (less any cash settlement expenses) and the maximum periodic potential cash dividend amount(s) payable during the scheduled tenor (i.e the period from (and including) the issue date to (and including) the

settlement date) of the ELIs. It is possible that you may not receive any potential cash dividend amount for the entire scheduled tenor of the ELIs.

- Re-investment risk - If our ELIs are early terminated, we will pay you the nominal amount of the ELIs (less any cash settlement expenses) and any accrued potential cash dividend amount calculated up to (and including) that call date. No further potential cash dividend amount will be payable following such early termination. Market conditions may have changed and you may not be able to enjoy the same rate of return if you re-invest these proceeds in other investments with similar risk parameters.
- No collateral – ELIs are not secured on any of our assets or any collateral.
- Limited market making arrangements are available and you may suffer a loss if you sell your ELIs before expiry - Our ELIs are designed to be held to their settlement date. Limited market making arrangements are available on a bi-weekly basis for all our ELIs. If you try to sell your ELIs before expiry, the amount you receive for each ELI may be substantially less than the issue price you paid for each ELI.
- Not the same as investing in the reference asset – Investing in our ELIs is not the same as investing in the reference asset. Changes in the market price of the reference asset may not lead to a corresponding change in the market value of, or your potential payout under, the ELIs.
- Not covered by Investor Compensation Fund – Our ELIs are not listed on any stock exchange and are not covered by the Investor Compensation Fund. There may not be any active or liquid secondary market.
- Maximum loss upon HSBC’s default or insolvency – Our ELIs constitute general, unsecured and unsubordinated contractual obligations of HSBC as issuer and of no other person (including the ultimate holding company of our group, HSBC Holdings plc). When you buy our ELIs, you will be relying on HSBC’s creditworthiness. If HSBC becomes insolvent or defaults on its obligations under the ELIs, in the worst case scenario, you could lose all of your investment.
- Risks relating to RMB - You should note that the value of RMB against other foreign currencies fluctuates and will be affected by, amongst other things, the PRC government’s control (for example, the PRC government regulates conversion between RMB and foreign currencies), which may adversely affect your return under this product when you convert RMB into your home currency. The value of your RMB-denominated ELIs will be subject to the risk of exchange rate fluctuation. If you choose to convert your RMB deposit to other currencies at an exchange rate that is less favourable than that in which you made your original conversion to RMB, you may suffer loss in principal. This product (if denominated in RMB) will be denominated and settled in RMB deliverable in Hong Kong, which is different from that of RMB deliverable in Mainland China.
- You may, at settlement, receive physical delivery of reference asset(s).
- Our ELIs may be terminated early by us according to the terms as set out in offering documents of our ELIs.
- Our ELIs are structured investment products which are embedded with derivatives.
- Investment returns (if any) not denominated in home currency are exposed to exchange rate fluctuations. Rates of exchange may cause the value of investments to go up or down.
- Our ELIs are not covered by the Investor Compensation Fund.
- The Hongkong and Shanghai Banking Corporation Limited is the issuer and product arranger of our ELIs.

Renminbi (“RMB”) Related Products Risk Disclosure

- There may be exchange rate risks if you choose to convert RMB payments made on the bonds to your home currency.
- RMB debt instruments are subject to interest rate fluctuations, which may adversely affect the return and performance of the RMB products.
- RMB products may suffer significant losses in liquidating the underlying investments if such investments do not have an active secondary market and their prices have large bid/ offer spreads.
- You could lose part or all of your principal if you choose to sell your RMB bonds prior to maturity.

China A Shares Risk Disclosure

- Investment in China A Shares through Shanghai-Hong Kong and Shenzhen-Hong Kong Stock Connect involves risks. You should carefully consider whether any investment products or services mentioned herein are appropriate for

you in view of your investment experience, objectives, financial resources and relevant circumstances. The price of securities may move up or down. Losses may be incurred and profits may be made as a result of buying and selling securities.

- For further information, you should refer to the risk disclosures and other terms set out in the China Connect / Shanghai-Hong Kong and Shenzhen-Hong Kong Stock Connect Terms and Conditions.

Currency conversion Risk Disclosure

- The value of your foreign currency and RMB deposit will be subject to the risk of exchange rate fluctuation. If you choose to convert your foreign currency and RMB deposit to other currencies at an exchange rate that is less favourable than the exchange rate in which you made your original conversion to that foreign currency and RMB, you may suffer loss in principal.

The information contained in this material and the content have not been reviewed by the Securities and Futures Commission of Hong Kong or any regulatory authority in Hong Kong.

You should carefully consider whether any investment products or services mentioned herein are appropriate for you in view of your investment experience, objectives, financial resources and circumstances.

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